

## Chapter 1 “Starting Point for Selling Solutions for On Demand Business” Homework

1. What is the difference between the Solution Designer and the Solution Advisor?

The Solution Designer translates a client’s business requirements into an implementable solution for On Demand Business.

The Solution Advisor validates the ability to engage clients, develop an On Demand Business strategic vision, translate client requirements into On Demand Business opportunities, and manage the client relationship.

2. Describe the roles of the Solution Advisor.

The Solution Advisor validates the ability to translate client business requirements into implementable solutions for On Demand Business. It takes into consideration security, networking, and existing client environments to design a secure scalable solution.